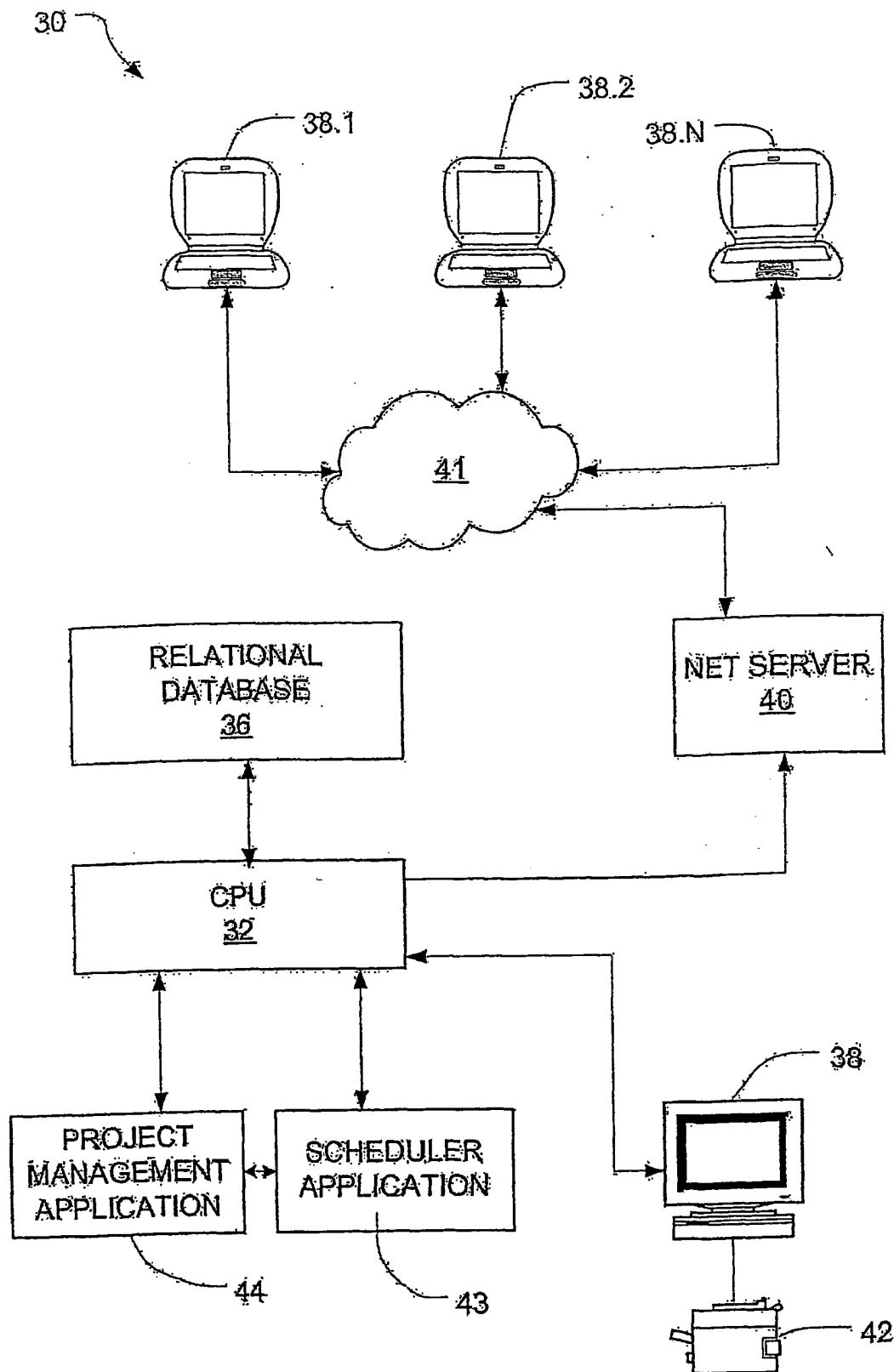
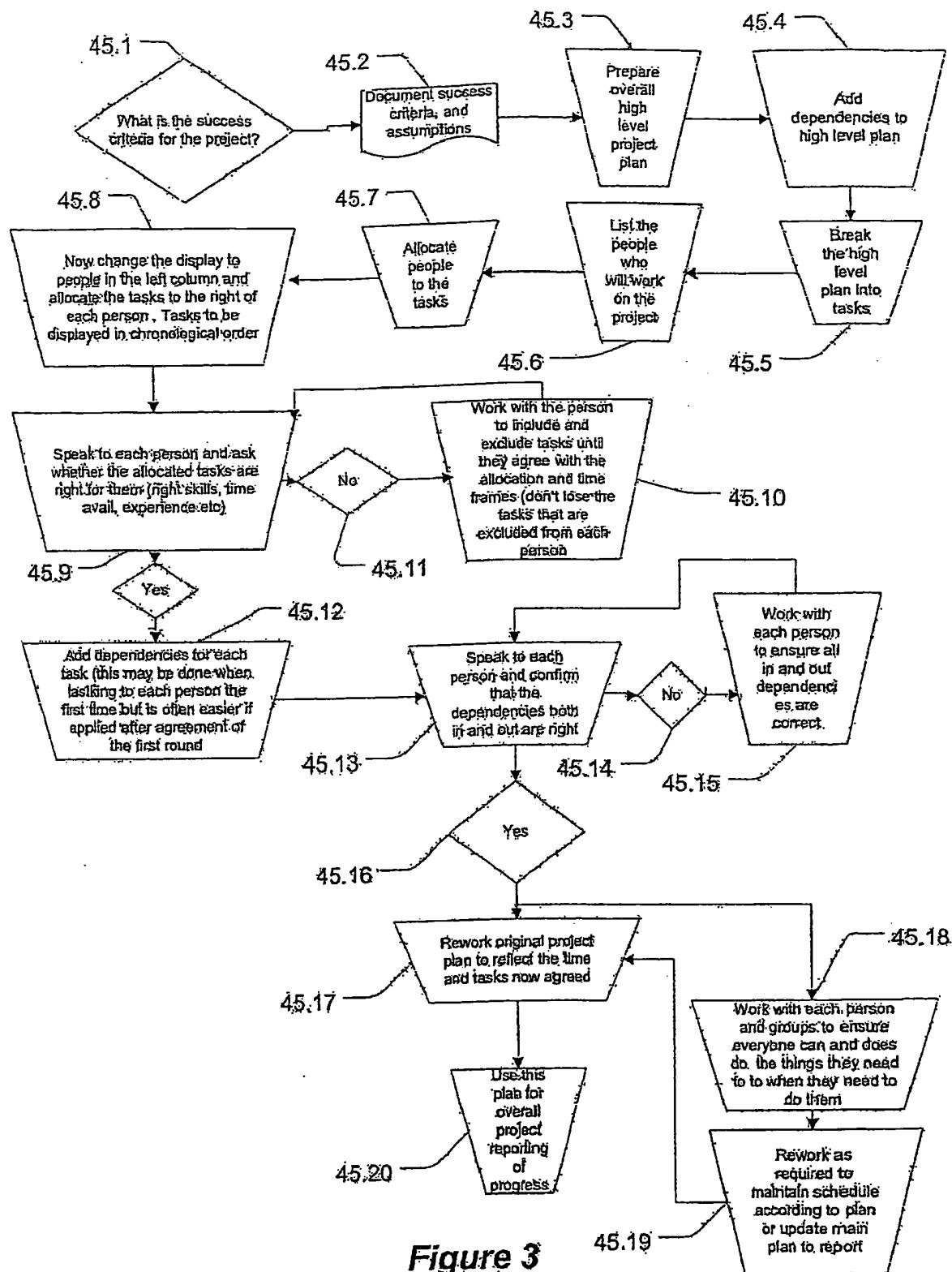
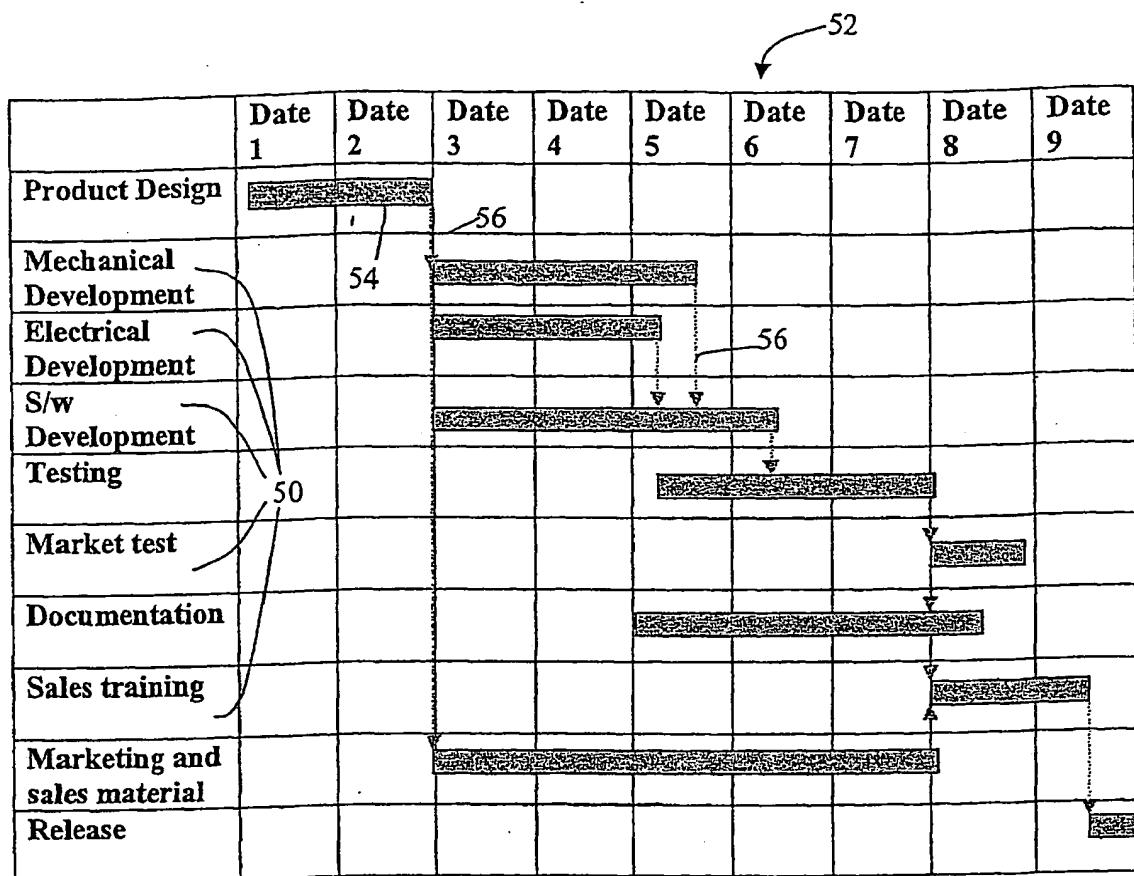
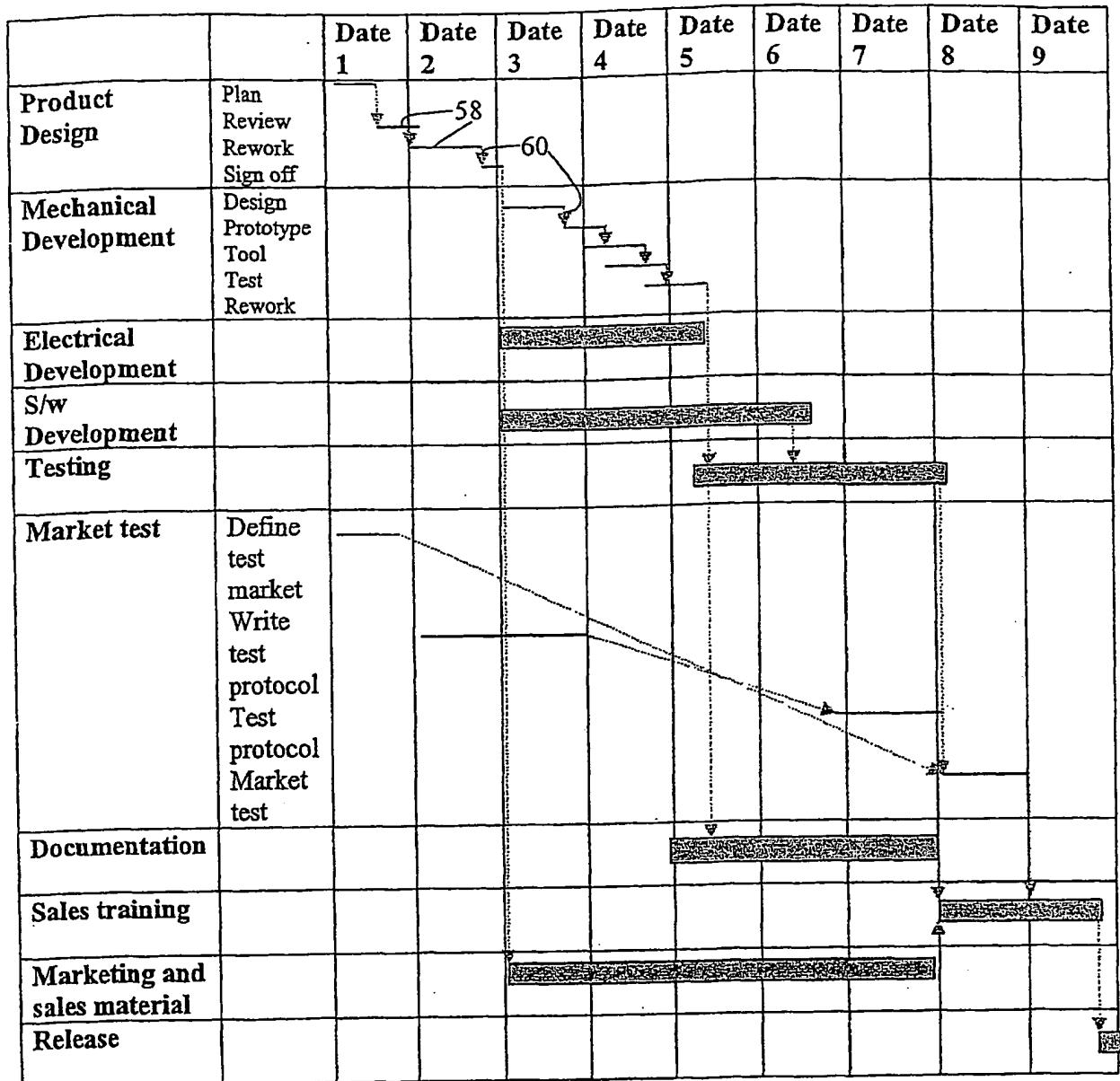
*Figure 1*

**Figure 2**

**Figure 3**

**Figure 3a**

**Figure 3b**

| | Date 1 | Date 2 | Date 3 | Date 4 | Date 5 | Date 6 | Date 7 | Date 8 | Date 9 |
|---------|----------------|--|--|--|--|---|---|-------------|--------|
| Rob | | Product review | Sign off | | | | | | |
| Linda | | Product review Write market test protocol | Sign off Write market test protocol Marketing and sales material | Write market test protocol Marketing and sales material | Testing Marketing and sales material | Testing Marketing and sales material | Testing Marketing and sales material | Market Test | |
| Ed | | | Sign off | | | | | | |
| Ian | | | | | | | | | |
| Alan | Product design | Product review | Design rework Sign off | | | | | | |
| Ellen | Product design | | Design rework Sign off | | Testing | Testing | Testing Test market protocol | | |
| Nick | Product design | | Design rework Sign off Mech Design Elec design Board layout Prototype Test Rework Release | Elec design Board layout Prototype Test Rework Release | Elec design Board layout Prototype Test Rework Release | | | | |
| Sukumar | | | S/w Design Dev Testing Release | S/w Design Dev Testing Release | S/w Design Dev Testing Release | S/w Design Dev Testing Release | Testing | | |
| Susan | Product design | | Design rework Sign off | | | | | | |
| Gerard | Product design | | Design rework Sign off | | Testing | | | | |
| John | Product design | | Sign off S/w Design Dev Testing Release | S/w Design Dev Testing Release | S/w Design Dev Testing Release | S/w Design Dev Testing Release | Testing Test market protocol | | |
| Alex | | | Mech Design | | | | | | |

Figure 3c

| | Date 1 | Date 2 | Date 3 | Date 4 | Date 5 | Date 6 | Date 7 | Date 8 | Date 9 |
|---------|----------------|--|---|---|---|---|---|-------------|--------|
| Rob | | Product review | Sign off A | | | | | | |
| Linda | 70 | Product review Define test market Write market test protocol | Sign off Write market test protocol Marketing and sales material | Write market test protocol Marketing and sales material | Testing Marketing and sales material | Testing Marketing and sales material | Testing Marketing and sales material | Market Test | |
| Ed | | | Sign off | | | | | | |
| Ian | | | | | | | | | |
| Alan | Product design | Product review | Design rework Sign off | | | | | | |
| Ellen | Product design | | Design rework Sign off | | Testing A | Testing | Testing Test market protocol | | |
| Nick | Product design | | Design rework Sign off Mech Design Elec design Board layout Prototype Test Rework Release | Elec design Board layout Prototype Test Rework Release | Elec design Board layout Prototype Test Rework Release | | | | |
| Sukumar | | | S/w Design Dev Testing Release | S/w Design Dev Testing Release | S/w Design Dev Testing Release | S/w Design Dev Testing Release | Testing A | | |
| Susan | Product design | | Design rework Sign off | | | | | | |
| Gerard | Product design | | Design rework Sign off | | Testing | | | | |

Figure 3d

| Date | Project plan task | Task |
|------|------------------------------|--|
| 2 | Review the product design | Review the product design |
| 3 | Sign off the product design | Sign off product design |
| 2 | Define the test market | get the marketing and field people together to jointly decide as it will need to fit into their schedule |
| 2 | Define the test market | Review the overall market release strategy |
| 2 | Define the test market | review the release plans |
| 2 | Define the test market | determine which is the best way to test the market |
| 3 | Market test protocol | determine the numbers required |
| 2 | Define the test market | write up the test market profile |
| 3 | Define the test market | get sign off from marketing and field people. |
| 3 | Market test protocol | Draft the market test protocol |
| 3 | Market test protocol | Review protocol with field staff |
| 3 | Market test protocol | Finalise market test protocol |
| 4 | Marketing and sales material | Hold brainstorming session re marketing and sales material – invite, field, sales, marketing staff and Ed. |
| 4,5 | Marketing and sales material | Get Pam to mock up some materials |
| 5 | Marketing and sales material | Hold review meeting |
| 6 | Marketing and sales material | Get Pam to contact suppliers for quotes and samples |
| 6 | Marketing and sales material | Get field and marketing and sales to estimate how many copies of each type of material they will require. |
| 7 | Marketing and sales material | Review samples |
| 6 | Marketing and sales material | Place quantities and locations in the distribution system |
| 7 | Marketing and sales material | Prepare budget for materials |
| 7 | Marketing and sales material | Get budget approval from Ed |
| 7 | Marketing and sales material | Place orders |
| 9 | Marketing and sales material | Check deliveries and authorize payments |
| 9 | Marketing and sales material | Place materials in store for distribution |

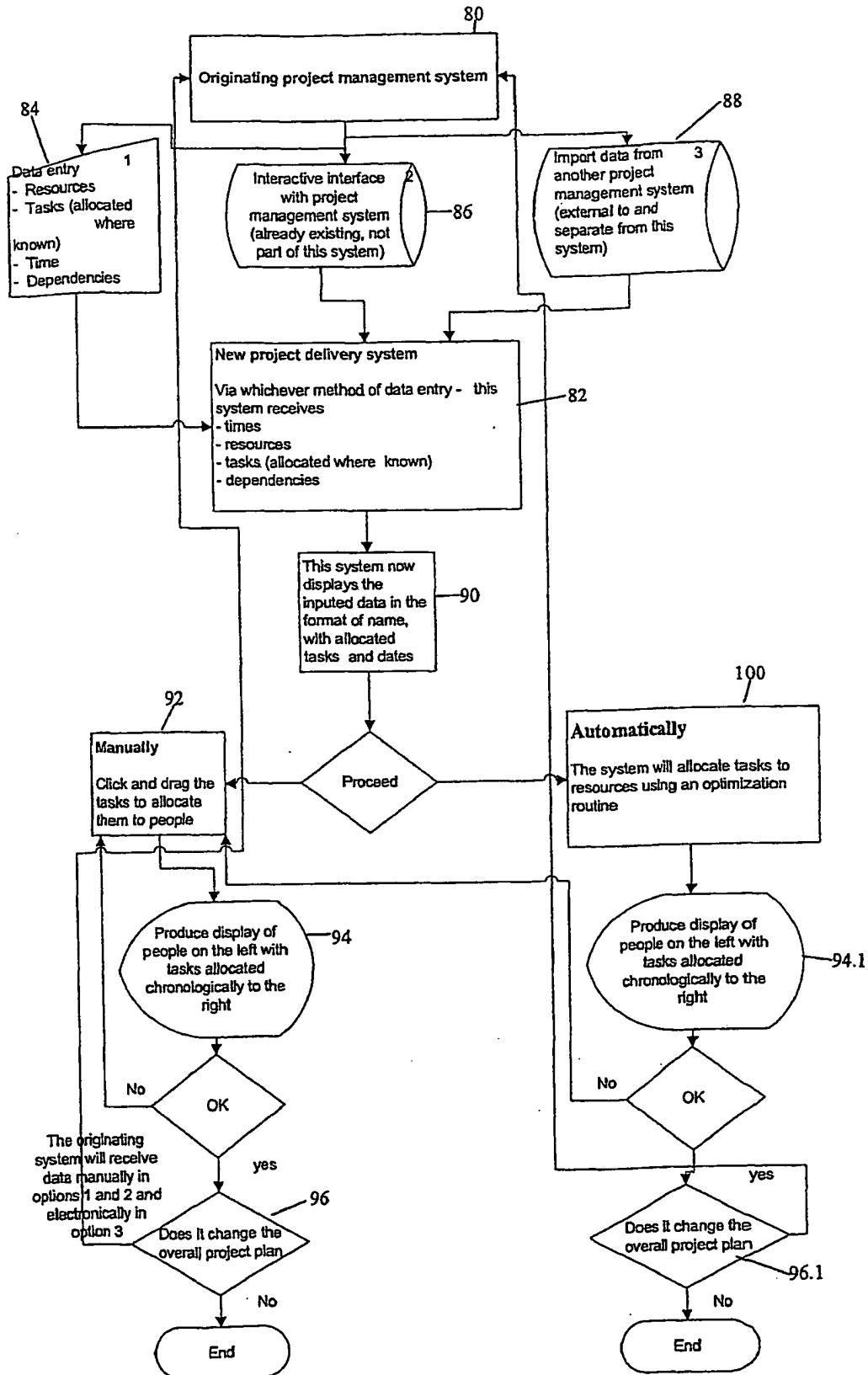
Figure 3e

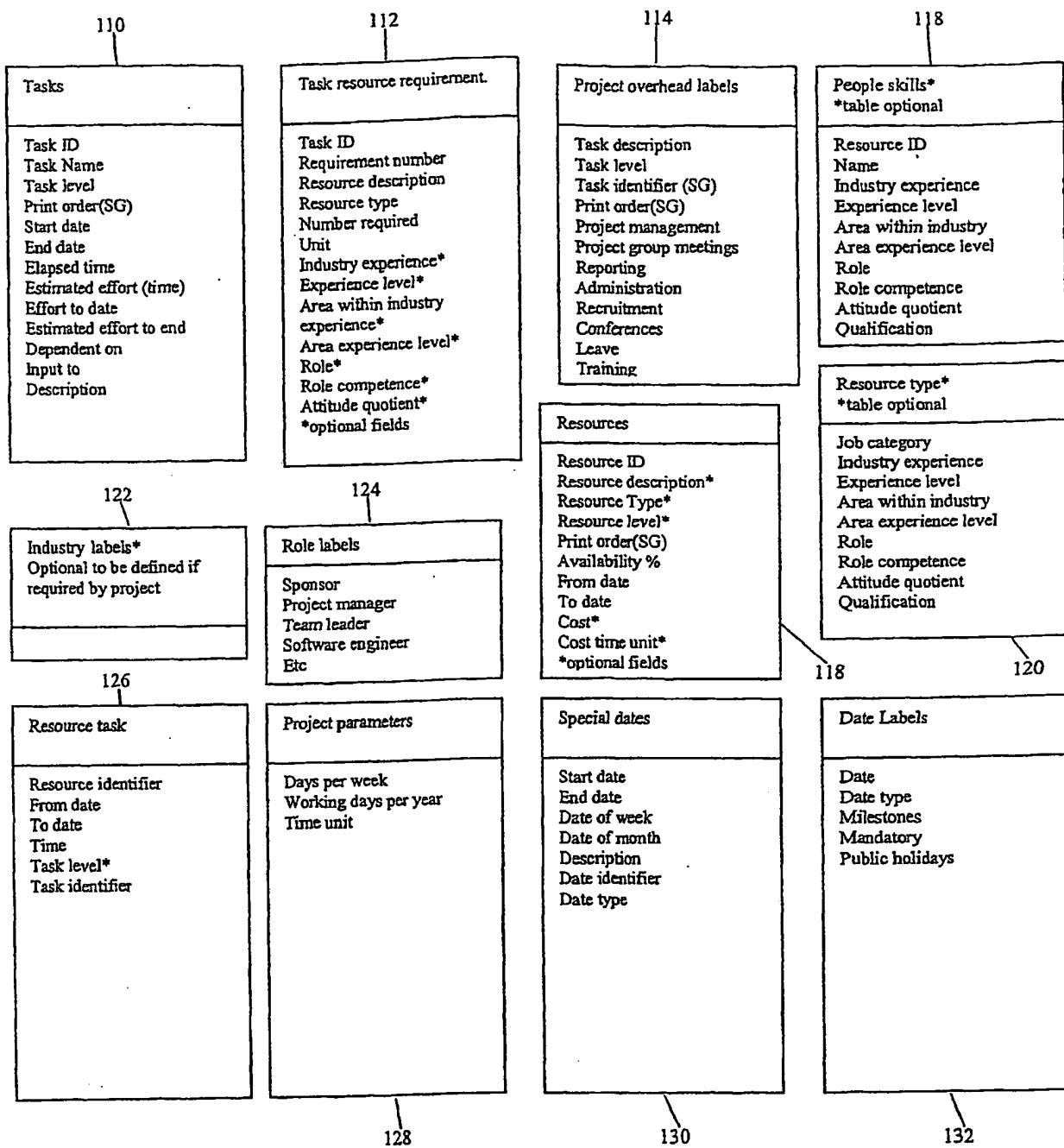
| | Date 1 | Date 2 | Date 3 | Date 4 | Date 5 | Date 6 | Date 7 | Date 8 | Date 9 | Date 10 | Date 11 |
|-------|--------|----------------|----------|------------------------------|------------------------------|------------------------------|------------------------------|-------------|-------------|-------------|---------|
| Linda | | Product review | Sign off | Marketing and sales material | Market Test | Market Test | Market Test | |

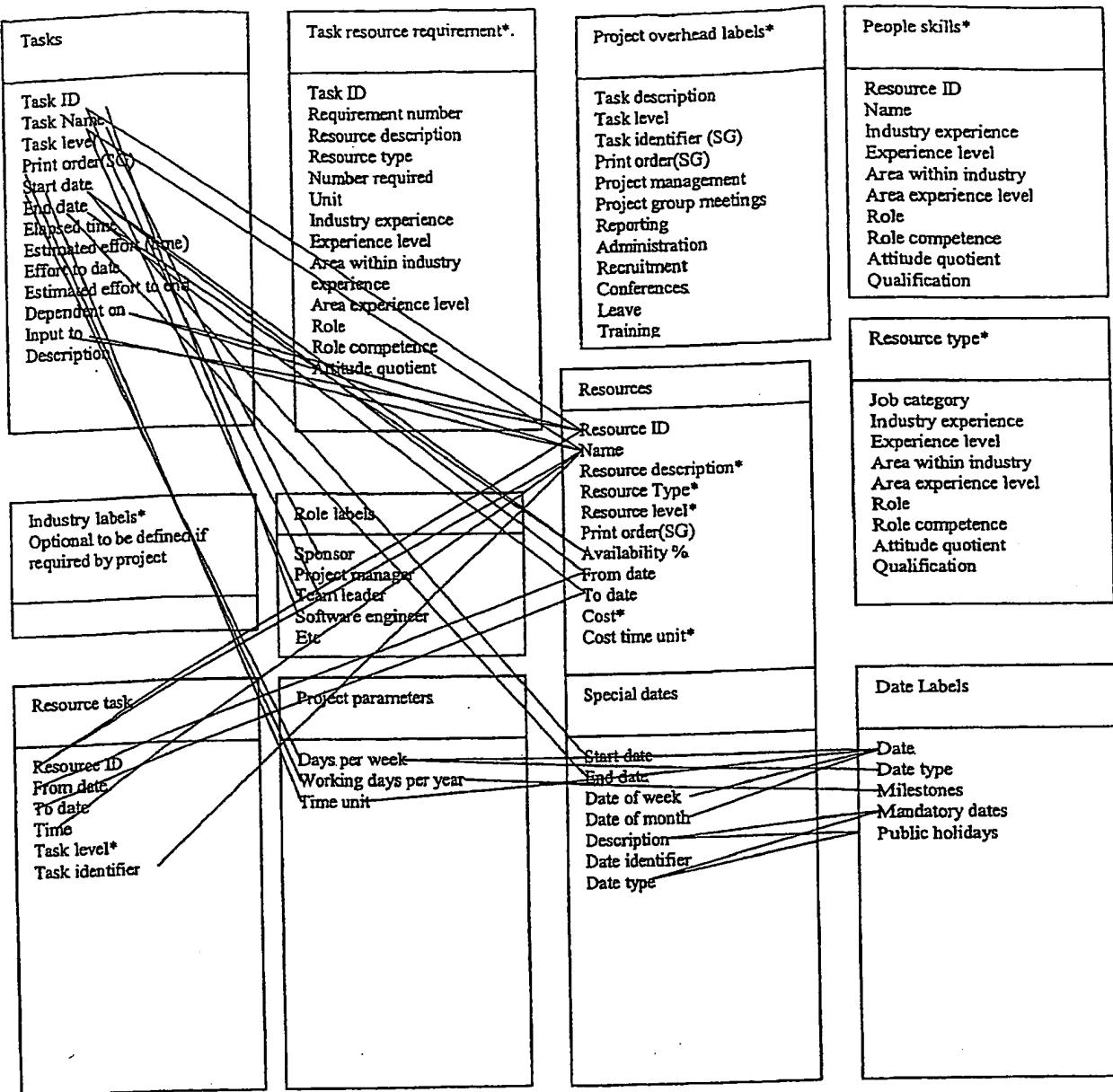
Figure 3f

| | Date 1 | Date 2 | Date 3 | Date 4 | Date 5 | Date 6 | Date 7 | Date 8 | Date 9 | Date 10 | Date 11 |
|---------|----------------|--------------------------------------|--|--|--|------------------------------|------------------------------|-------------|-------------|-------------|---------|
| Rob | | Product review | Sign off | | | | | | | | |
| Linda | | Product review Define test market | Sign off Write market test protocol | Marketing and sales material | Marketing and sales material | Marketing and sales material | Marketing and sales material | Market Test | Market Test | Market Test | |
| Ed | | | Sign off | | | | | | | | |
| Ian | | | | | | | | | | | |
| Alan | Product design | Product preview | Design rework Sign off | | | | | | | | |
| Ellen | Product design | | Design rework Sign off | | Testing | Testing | Testing | | | | |
| Nick | Product design | | Design rework Sign off Mech Design Elec v design Board layout Prototype Test Rework Release | Elec design Board layout Prototype Test Rework Release | Elec design Board layout Prototype Test Rework Release | | | | | | |
| Sukumar | | | S/w Design Dev Testing Release | S/w Design Dev Testing Release | S/w Design Dev Testing Release | | Testing | | | | |
| Susan | Product design | | Design rework Sign off | | Testing | Testing | Testing | | | | |
| Gerard | Product design | | Design rework Sign off | | Testing | | | | | | |

Figure 3g

**Figure 4**

**Figure 5**

*Figure 6*

| Person (resource) | Task | Outstanding (or complete) | Estimated Days (original) | Est. Elapsed Days (original) | Start Planned (Date) | Finish Planned (Date) | Effort (actual to date) | Forecast Est. (now to complete) | Forecast new date (to complete) | Variance |
|----------------------|------------------------------------|---------------------------------|---------------------------------|---------------------------------------|----------------------------|-----------------------------|-------------------------------|--|--|----------|
| Linda | Product review | Complete | 1 | 1 | Date 2 | Date 2 | 1 | | | 0 |
| | Define the test market | Complete | 3 | 5 | Date 2 | Date 2 | 2 | | | -1 |
| | Sign off | Compete | 1 | 1 | Date 3 | Date 3 | 1 | | | 0 |
| | Write market test protocol | Outstanding | 10 | 20 | Date 3 | Date 3 | 2 | 8 | Date 6 | 0 |
| | Marketing and sales material | Outstanding | 20 | 80 | Date 4 | Date 7 | 4 | 16 | Date 7 | 0 |
| | Market test | Outstanding | 15 | 60 | Date 8 | Date 10 | 0 | 15 | Date 10 | 0 |

Figure 7

| Task Number | Task | Outstanding (or complete) | Estimated Days (original) | Est. Elapsed Days (original) | Start Planned (Date) | Finish Planned (Date) | Effort (actual to date) | Forecast Est. (now to complete) | Forecast new date (to complete) | Variance |
|-------------|------------------------------|---------------------------|---------------------------|------------------------------|----------------------|-----------------------|-------------------------|---------------------------------|---------------------------------|----------|
| 1 | Product review | Outstanding | 60 | 140 | Date 1 | Date 7 | 33 | 27 | Date 7 | 0 |
| 2 | Write market test protocol | Outstanding | 40 | 40 | Date 2 | Date 3 | 20 | 40 | Forecast 4 | +20 |
| 3 | Product design | Complete | 40 | 40 | Date 1 | Date 2 | 50 | | | +10 |
| 4 | Marketing and sales material | Outstanding | 50 | 100 | Date 3 | Date 7 | 0 | 50 | Date 7 | 0 |
| 5 | Testing | Outstanding | 60 | 60 | Date 5 | Date 8 | 10 | 50 | Date 8 | 0 |
| 6 | S/w development | Outstanding | 70 | 70 | Date 3 | Date 6 | 40 | 50 | Date 9 | +20 |
| 7 | Mechanical Development | Outstanding | 50 | 50 | Date 3 | Date 5 | 40 | 40 | Date 7 | +30 |
| 8 | Electrical Development | Outstanding | 50 | 50 | Date 3 | Date 5 | 20 | 40 | Date 8 | +10 |
| 9 | Electrical prototype | Outstanding | 10 | 25 | Date 4 | Date 5 | 10 | 10 | Date 7 | +10 |

Figure 8

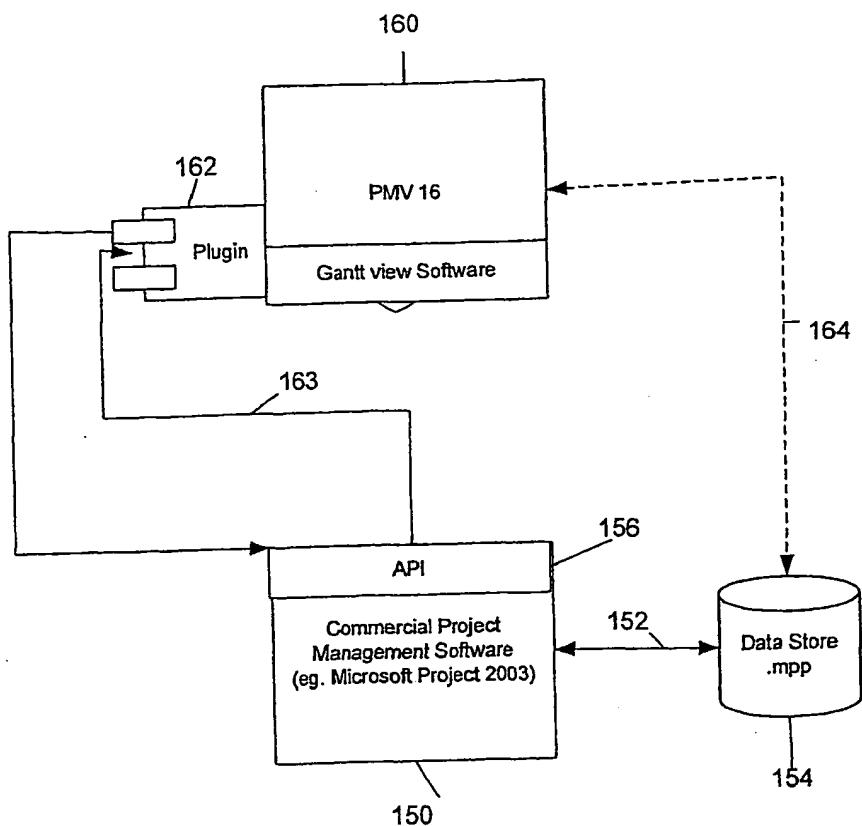


Figure 9

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    -Task_Name _____
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    -End Date _____ 1018
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      -T001066 _____ 1022
      -T001254 _____ 1024
    -</Dependencies>
    - <Resources> _____ 1040
      -Regional GM _____ 1042
      -Robert Andrews _____ 1044
      -Richard Randall _____ 1046
    -</Resources>
  </Task1>
  <Task 2> _____ 1014
    -Task_ID _____
    -Task_Name _____
    -Start Date _____
    -End Date _____
    ...
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      -T0012345
      -T0012687
    -</Dependencies>
    <resources>
      -Richard Randall _____ 1046
    </resources>
  </Task 2>
</Tasks>
</Project 1>
```

Fig 10

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Working days per year 1108
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...
<Richard randall> 1112
...
<Tasks> 1130
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-End Date 1138
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-T001254 1164
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-End Date
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...
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Fig 11a

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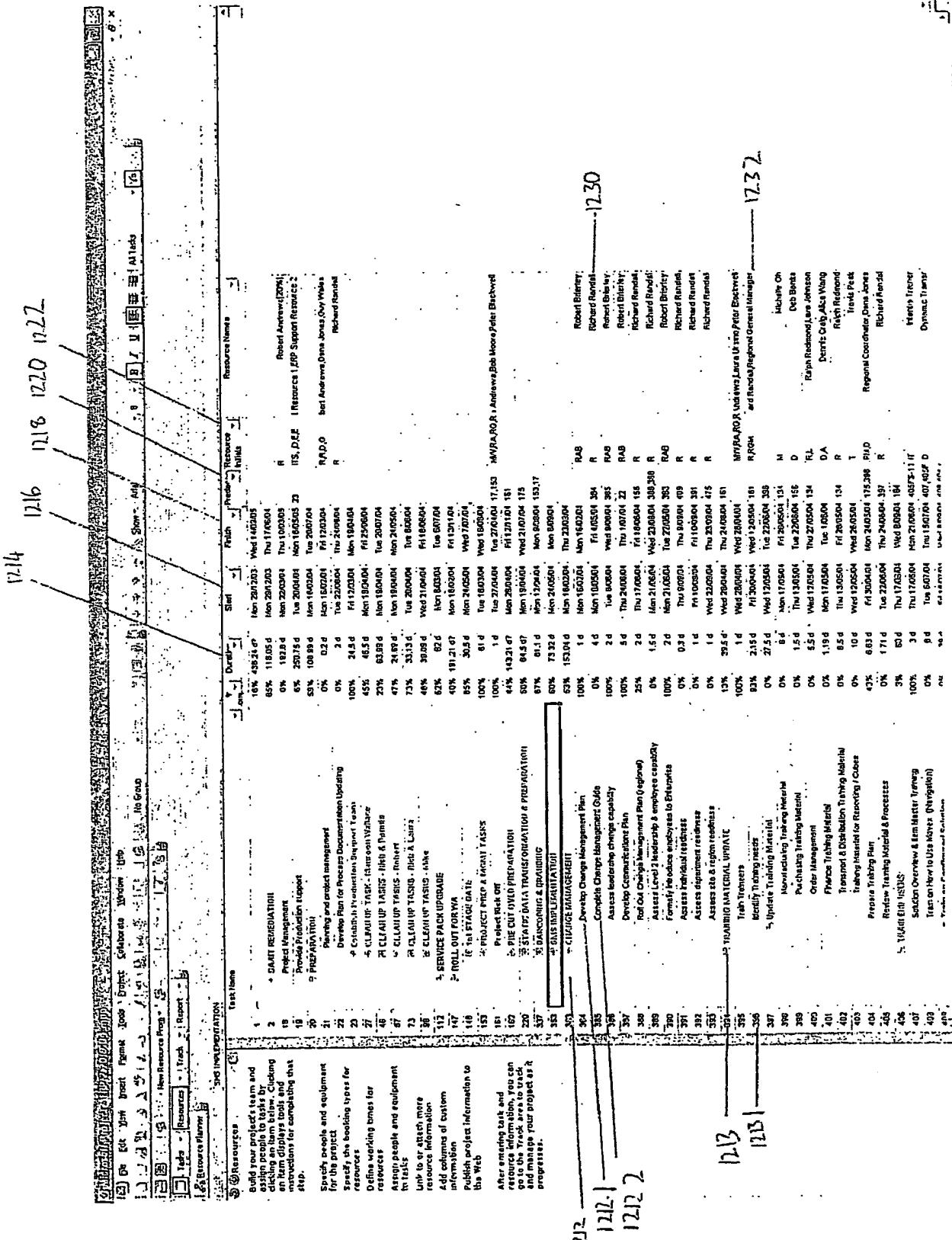
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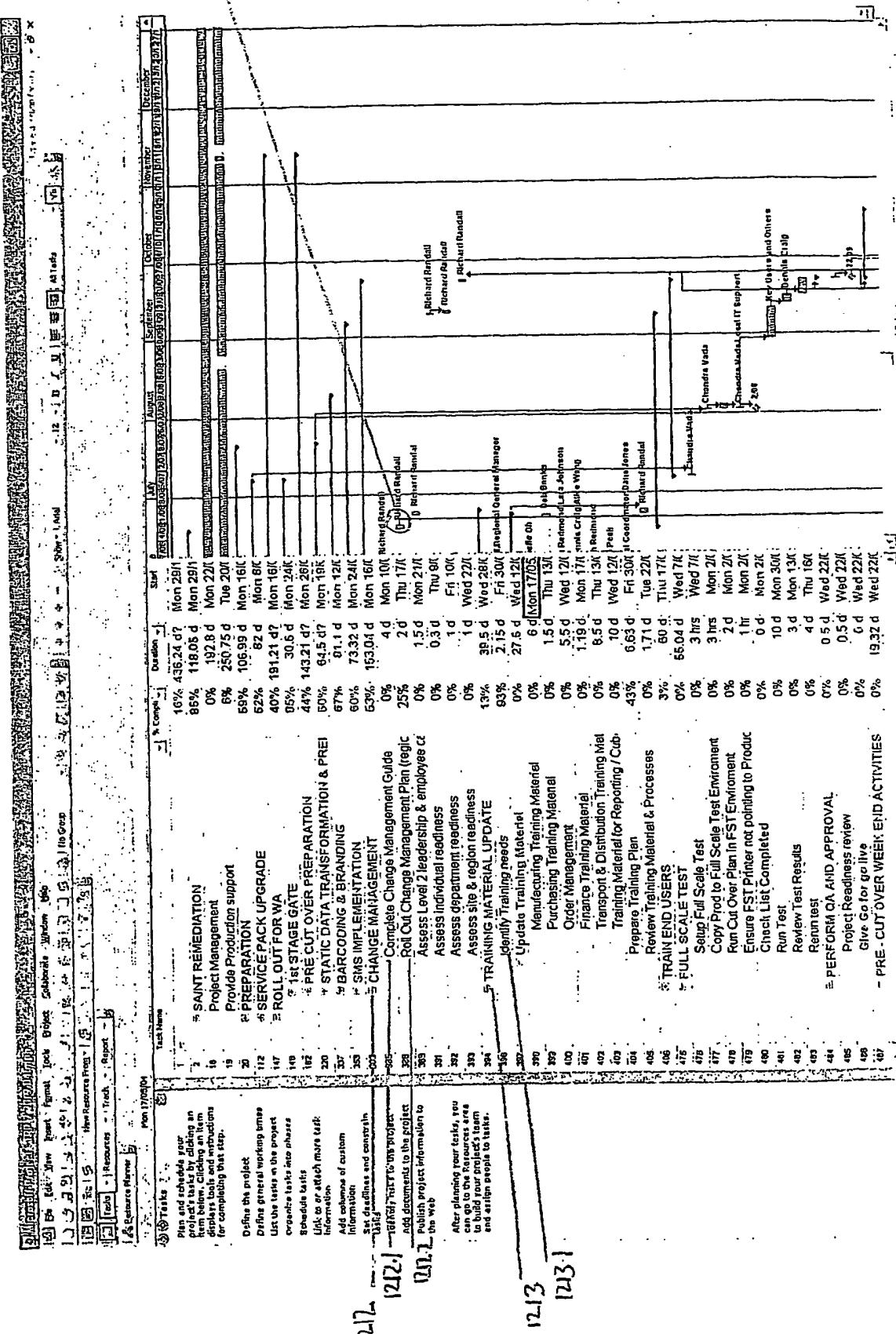
Fig 11b

FIG. 12a



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FIG. 12b



SUBSTITUTE SHEET (RULE 26) RO/AU

FIG. 13

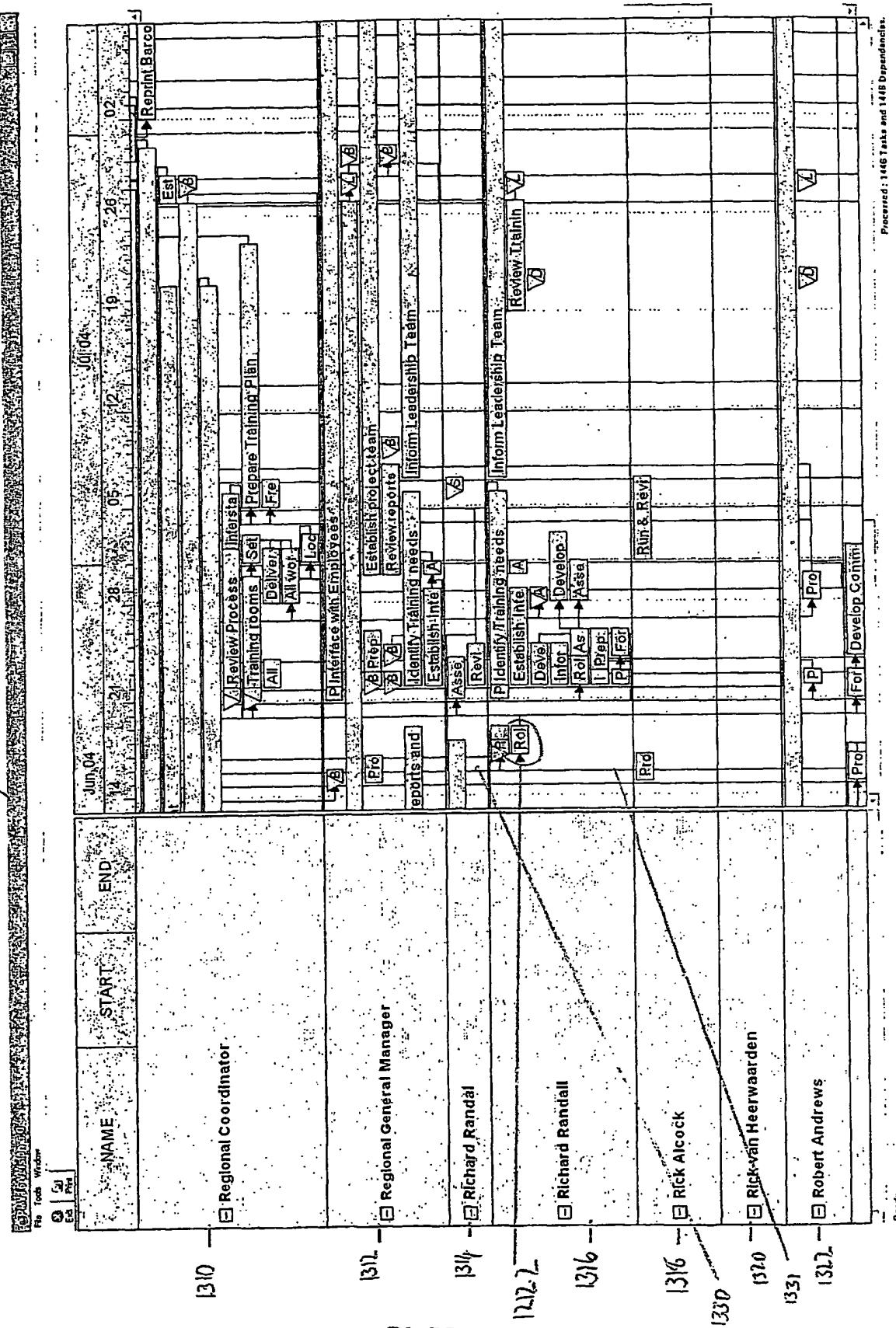


FIG. 14

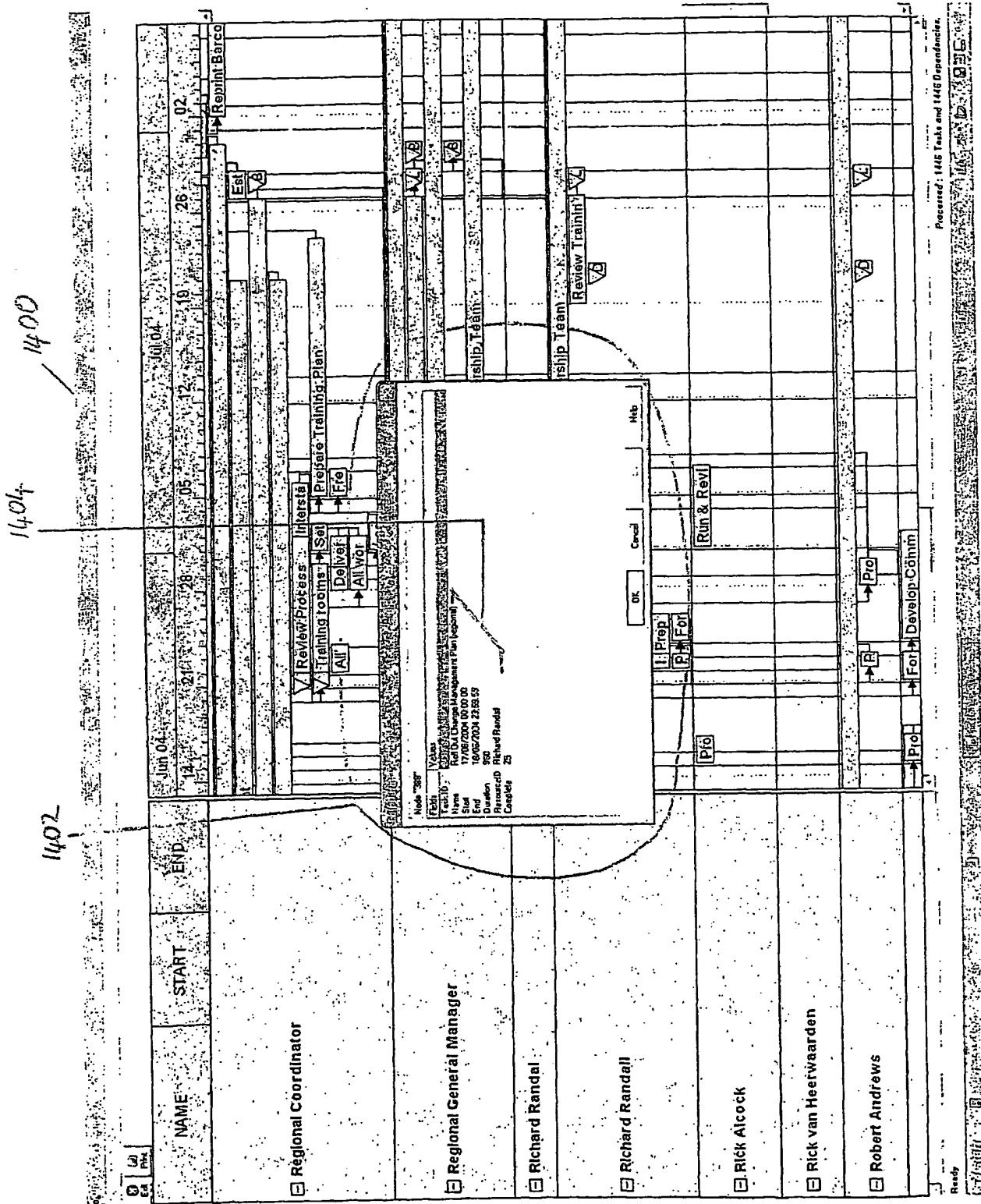
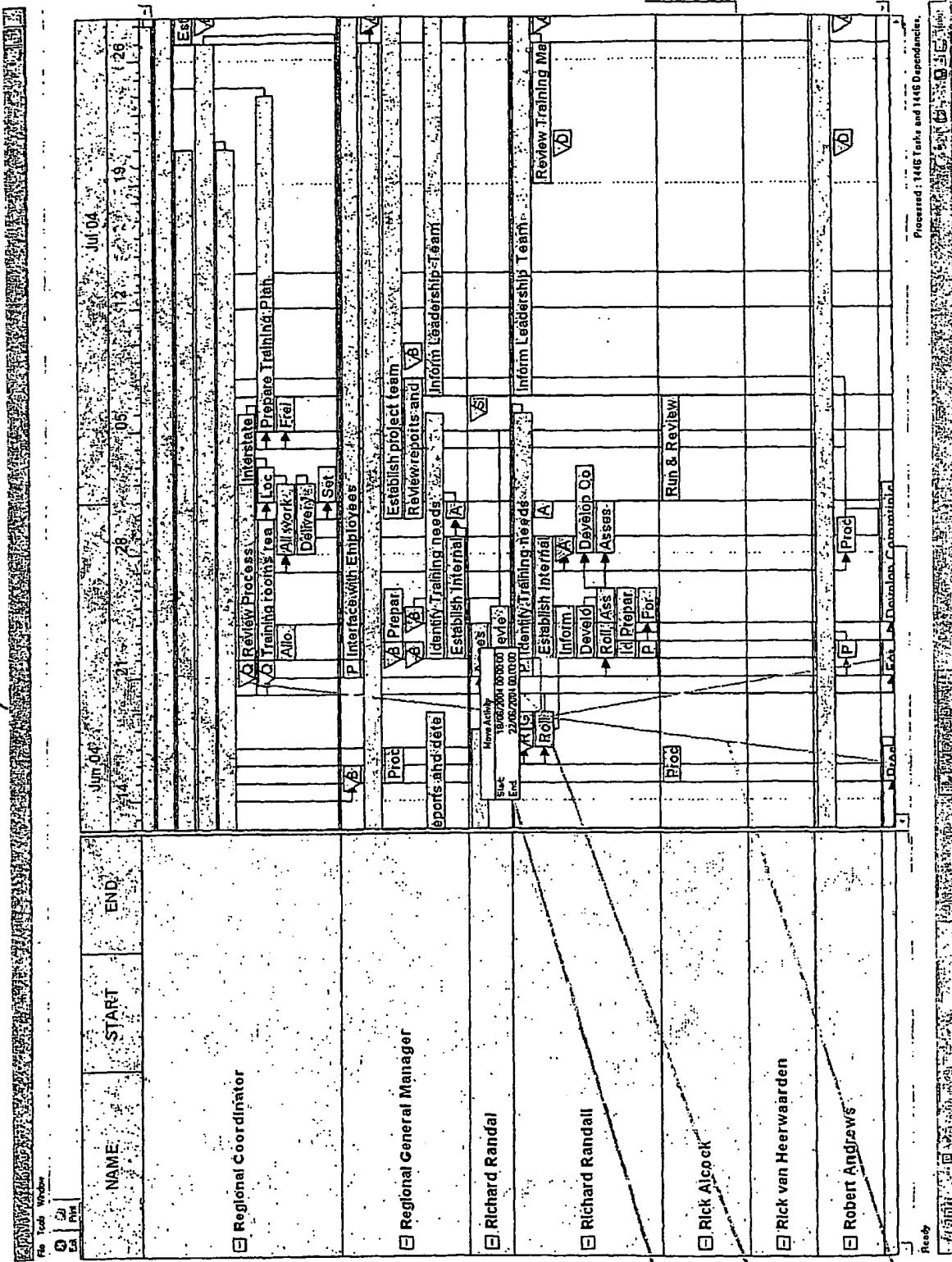
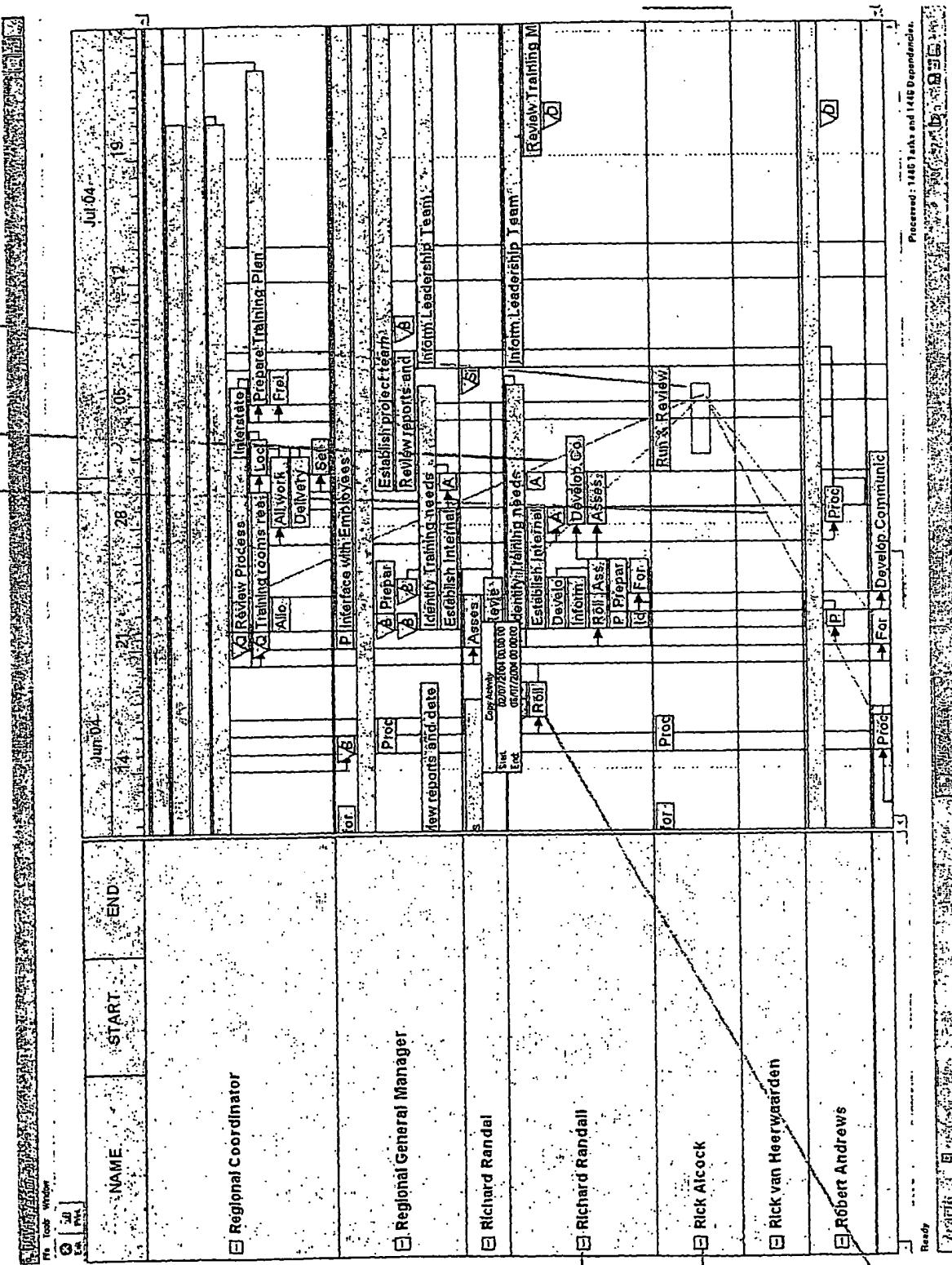


FIG. 15



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FIG. 16



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31

1

FIG. 17

1706 1704

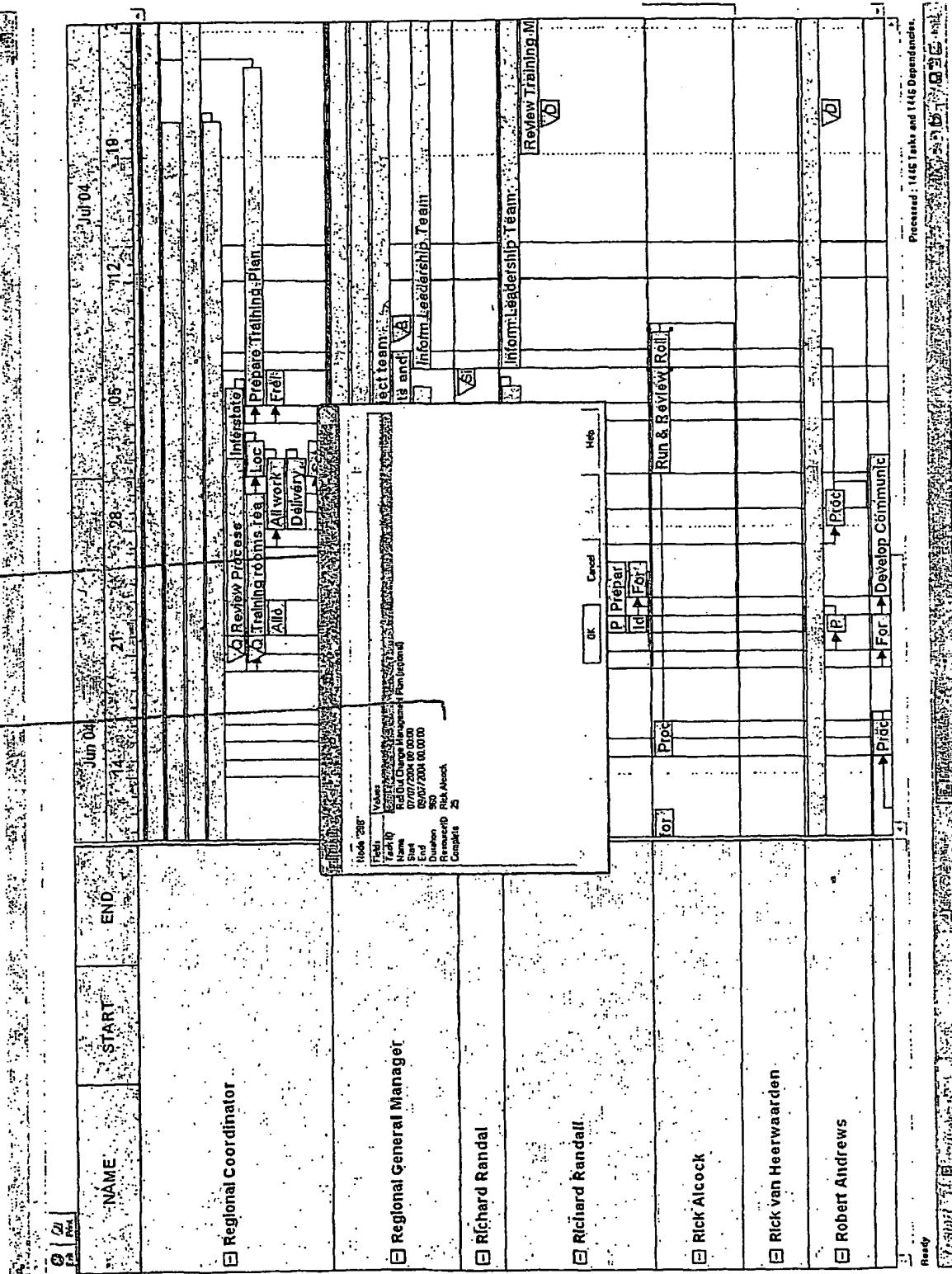


FIG. 18

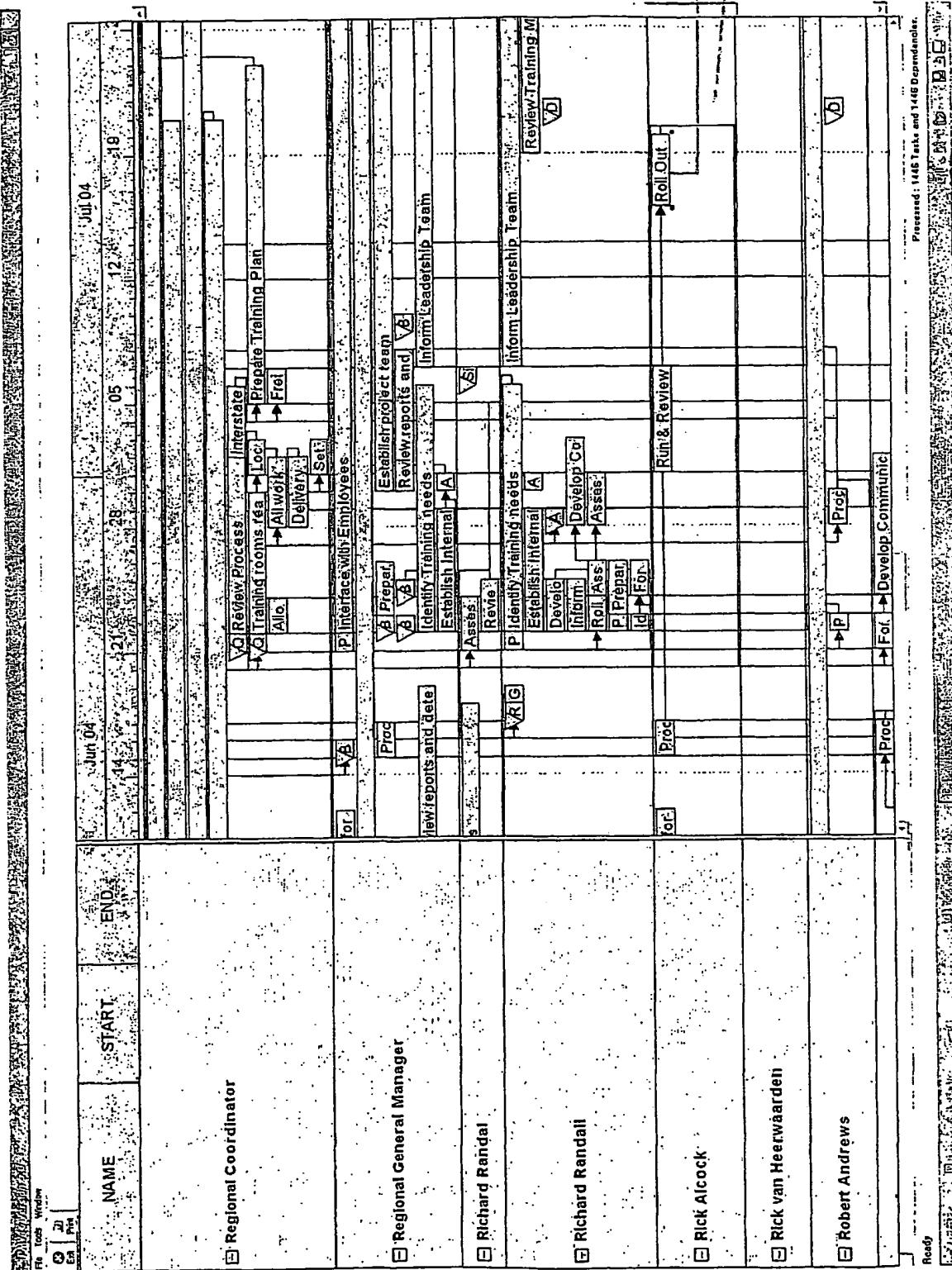


FIG. 19

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FIG. 20

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